

Message Text

UNCLASSIFIED

PAGE 01 SEOUL 04099 160734Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----110149 160740Z /17
P 160703Z MAY 78
FM AMEMBASSY SEOUL
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 1099

UNCLAS SEOUL 4099

E.O. 11652: NA
TAGS: BEXP, KS
SUBJECT: PLANT ENGINEERING SOLO EXHIBITION

REF: USDOC 08992 AND PREVIOUS; KELLY/KACHMAR TELCON OF 12 MAY

1. EMBOFF CALLED ON KOSAMI MANAGEMENT AFTERNOON OF 12 MAY AND MCI ON 15 MAY TO CANCEL RESERVATION FOR EXHIBITION FACILITY. KOSAMI MAINTAINS THAT ALTHOUGH NO CONTRACT WAS SIGNED THE WORD OF THE U.S. GOVERNMENT - AS EXPRESSED ORALLY AND IN EMBASSY LETTER RESERVING SPACE - COUNTS FOR MORE THAN A WRITTEN AGREEMENT AND THUS THE NORMAL TERMS OF CONTRACT SHOULD BE OBSERVED AS IF IT HAD BEEN SIGNED. WITH CANCELLATION BETWEEN 90 AND 120 DAYS PRIOR TO EVENT THE PENALTY FEE IS 30 PCT OF THE CONTRACT AMOUNT. IN OUR CASE THIS WOULD AMOUNT TO WON 1,707,750 OR APPROX. \$3,550.

2. AFTER CONSIDERATION OF THE LEGAL AND MORAL ISSUES, KOREAN TRADITIONS, AND USG'S NEED TO WORK WITH KOSAMI IN THE FUTURE - SPECIFICALLY, TO RENT SPACE FOR THE MARCH 1979 MACHINE TOOL EXHIBITION - POST BELIEVES KOSAMI'S CLAIM IS JUST AND THAT USG HAS AN OBLIGATION TO MAKE PAYMENT.

3. PAYMENT OF FULL 30 PCT WOULD BE MOST JUST AND HONORABLE SOLUTION TO THIS PROBLEM. HOWEVER, WE BELIEVE A COMPROMISE PAYMENT OF 15 PCT COULD BE NEGOTIATED AS A LESS DESIRABLE
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ALTERNATIVE. KOSAMI STATES IT TURNED DOWN OTHER POTENTIAL EXHIBITORS FOR THE TIME WE HAD RESERVED.

4. PLEASE ADVISE SOONEST.
SNEIDER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Handling Restrictions: n/a
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2677229
Secure: OPEN
Status: NATIVE
Subject: PLANT ENGINEERING SOLO EXHIBITION
TAGS: BEXP, KS
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/25473e9c-c288-dd11-92da-001cc4696bcc
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